



TENNESSEE ECONOMIC AND COMMUNITY DEVELOPMENT  
312 EIGHTH AVENUE NORTH, ELEVENTH FLOOR  
NASHVILLE, TENNESSEE 37243  
WWW.TNECD.GOV

## COMMISSIONER AT WORK

A few highlights of Commissioner Kisber's most recent activities.

### Speaking Engagements:

- Corporate Woods Groundbreaking Reception, Murfreesboro
- Nashville Business Incubation Center Awards Dinner, Nashville
- Dell Jobs Announcement, Nashville
- Martech/Miller Imaging Groundbreaking Celebration, Mountain City
- Nissan Groundbreaking Ceremony, Williamson County

### Events:

- Australian Trade Mission, Sidney/Melbourne, Australia
- Tennessee Entrepreneurship Conference, Cookeville
- Gerdau Ameristeel 25-year Celebration, Jackson
- Haywood County "Megasite" Certification
- Tennessee Bankers Association Annual Meeting, Colorado Springs, Colo.

## Dell...

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ECD Commissioner Matthew Kisber; Kip Thompson, Dell VP of global facilities; Kevin Rollins, Dell CEO; Vince Young, Titan's rookie quarterback; Gov. Bredesen; and Tom Jurkovich, director of Metro Nashville Mayor's Office of Economic and Community Development.

Dell can draw upon and shift as its training needs evolve.

"We believe the job training agreement we've reached with Dell on this project will be successful and shows Tennessee's willingness to innovate to help companies create jobs."

Kisber said the types of jobs Dell is bringing to Tennessee align directly with Governor Bredesen's strategic vision for higher-skilled, better paying jobs for Tennesseans.

Also attending the event was Tennessee Titans rookie quarterback Vince Young. Dell also announced that Young would be affiliating with Dell's TechKnow program, an after-school curriculum providing computer training and 21st Century learning skills to children in underserved communities.

## Announcements

(Continued from Page 3)

**Printing Technology, Inc. (PTI)** announced it is expanding its manufacturing and shipping capabilities by building a 22,000-square-foot facility on three acres in Mount Pleasant, Tenn., just south of Nashville. The company plans to invest nearly \$1 million over the next three years in research, development and infrastructure.

**Martech/Miller Imaging** announced the grand opening of the company's new manufacturing facility in Mountain City. The company has invested \$500,000 to move into an existing 18,000-square-foot building in the Johnson County Industrial Park, with plans to acquire an additional 19,000-square-feet as it continues to



grow. By the end of the year, Martech/Miller hopes to hire up to 35 people.

**McKee Foods Corporation** announced an expansion of the company's Apison Plant in Collegedale, a move that will create at least 175 new jobs and amount to an investment of over \$50 million. McKee Foods has more than 3,100 employees in the area and annual sales of more than \$1 billion.

**Scenic Industries** announced a major expansion that will add 100 jobs within five years. The company will invest \$6.4 million to build a 35,000-square-foot-facility on 6.5 acres in the Wauhatchie Business Park in Lookout Valley.

At left, ECD Commissioner Kisber joins Martech/Miller Imaging and Johnson County officials for the company's ribbon cutting ceremony.

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# DEVELOPMENTS

NEWS FROM TENNESSEE ECD

## MISSION: POSSIBLE

### 2006 Governor's Conference "Mission" Awaits Economic Developers

Following conferences aimed at developing the economic infrastructure and leadership skills of Tennessee communities, the 2006 Governor's Conference on Economic and Community Development will take a forward-looking approach. The conference is slated for Sept. 12-13 at the Nashville Convention Center and takes the theme "Mission Possible: Invent the Future" looking at where job creation opportunities may lie in the coming years and giving solid tips on positioning communities for success.

The conference will challenge community leaders to take a global view of the opportunities to attract new jobs and investment, especially in key sectors like manufacturing, distribution and the automotive industry. Some of the nation's leading experts on U.S. economic expansion will be on hand to look at the year ahead and to give their views on the direction business investment will take.

The featured guest speaker at this year's event is Gene

Huang, chief economist with FedEx, where he is responsible for forecasting global economic and financial conditions. Named by both the *Wall Street Journal* and *Business Week* as one of the nation's top economic forecasters for 2006, Huang understands the focus and effort required to plan and adjust to the world economy. He'll provide real-world examples and help communities prepare for the future in down-to-earth, easy-to-understand terms.

The specialists who represent Tennessee around the world will also be joining the conference for the first time in more than three years. With offices in Europe, Asia and Canada, they'll share with attendees how to utilize their offices as a resource and provide useful tips on marketing local communities to foreign companies.

In addition, experts on China will discuss whether Tennessee communities can profit from that country's nine percent annual GDP growth.



Other session topics include marketing and branding your community, understanding how to access state grants, education development, helping small companies or "microenterprises" grow, whether communities have the technology to attract today's businesses, Three-Star certification, plus many more topics.

**REGISTER ONLINE**  
... today at  
[www.tnecd.gov](http://www.tnecd.gov) and  
join Governor Phil Bredesen and ECD Commissioner Matthew Kisber on their mission to create new opportunities for Tennessee and to "Invent the Future."

August/September 2006

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### Announcements...

ECD Commissioner Matthew Kisber joined executives and employees of **Gerdau Ameristeel** at its Jackson, Tenn. facility to congratulate the team, which was celebrating its 25th Anniversary in the community. The company is currently undergoing a \$20 million expansion effort that will create about 40 new jobs. The expansion is expected to be complete in 2007. Approximately 30 percent of the company's employees at the Jackson facility have worked with the company for more than 20 years.



Commissioner Kisber, far left, celebrates with Gerdau Ameristeel in Jackson during their 25th Anniversary event.

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## Dell adds 1,000 customer contact jobs to its Tennessee facilities

Tennessee Gov. Phil Bredesen and ECD Commissioner Matthew Kisber joined Dell CEO Kevin Rollins and Dell employees to announce the company's plans to add 1,000 new customer contact jobs to its Tennessee facilities over the next six months. The announcement was made at Dell's campus near the Nashville International Airport.

Governor Bredesen thanked the 3,500 Tennesseans who work for Dell in Tennessee, saying "in a company that prides itself on being able to deliver, Dell's Tennessee team has proven time and time again it can deliver results. Because of their efforts, Dell realized there's no better place to win than in Tennessee."

Commissioner Kisber said the state of Tennessee is assisting Dell with a new approach to job training, creating a bank of training hours for each new employee hired which

(See Dell, Page 4)



Gov. Bredesen shakes hands with Titan Vince Young. Dell also announced that Young would participate in Dell's TechKnow program, an after-school computer training program for children in underserved communities.



## COMMISSIONER'S CORNER

I am pleased to invite you to the 2006 Governor's Conference on Economic and Community Development. This conference brings hundreds of leaders from across the state together to learn and discuss issues and opportunities facing job growth and retention.



We believe our theme is fitting – "MISSION POSSIBLE: Invent the Future" – as we explore sectors of the economy likely to yield new jobs and investment, including more technology-related industries.

I am very excited about our guest speaker at the Commissioner's Luncheon – Gene Huang, chief economist for FedEx. Huang, who has been designated as one of America's most accurate economic forecasters by both *BusinessWeek* and the *Wall Street Journal*, will give attendees some beneficial insight on global economic condi-

tions. Also, for the first time, the state's international business development representatives from Europe, Germany and Canada will be on hand to share their thoughts about where the global economy is headed. Other session topics will center on technology, community development, access to grants and small business opportunities. Always a highlight of the conference is the address from the governor who will speak to attendees about economic goals for 2007.

Our Governor's Conference is an avenue to keep our momentum going by building on our strengths and continuing to focus on strategies that create higher skilled, better paying jobs.

I look forward to seeing you Sept. 12-13!

*Matt K.L.*

– Matthew Kisber  
Commissioner, Tennessee Department of  
Economic & Community Development

## Nissan Breaks Ground

### Nissan launches construction of headquarters in Williamson County

Gov. Phil Bredesen and ECD Commissioner Matthew Kisber joined Nissan President and CEO Carlos Ghosn and other state and company officials June 15, to formally launch construction of the Japanese carmaker's North American headquarters in suburban Nashville.

Construction of the \$100 million, 450,000 square-foot facility is expected to take two years, but the company plans to begin operating from temporary offices at the BellSouth building in downtown Nashville.

Ghosn has cited Tennessee's strong business climate and low business taxes as major reasons for the company's move from California to



Governor Phil Bredesen and Nissan President and CEO Carlos Ghosn.

Tennessee. He said the decision was also influenced by more than two decades of the company's manufacturing experience with a plant in Smyrna, about 30 miles outside of Nashville, as well as an engine block facility in Decherd.

Gov. Bredesen called the move "a tremendous endorsement of our state and the people and workers who live here."

## ECD ANNOUNCEMENTS

**Auto2auto.com**, a full-service online used car dealership, will open its corporate headquarters in Maury County, creating 200 new jobs in the first year and up to 300 more over the next three years. The company has signed an agreement to purchase the 341,000-square-foot former GE/Accuride Building off Industrial Park Road in Columbia.

**Architectural Wall Products, LLC**, announced plans to open a new 42,500-square-foot facility in the Tullahoma Industrial Park in Tullahoma. The new facility will manufacture products for its parent company, Wall Innovators Inc., as well as Ultrawall, LLC and its dealer network.

**Haywood County** announced that a 1,700+ acre site in the county has been certified by McCallum Sweeney Consulting (MSC) of Greenville, S.C., as a "megasite," or large industrial property suitable for a major automotive manufacturing facility or related industry. The Haywood County site, known as the

I-40 Advantage Auto Park, is located north of Interstate 40, 20 minutes east of the Memphis, Tenn. suburbs.

**Hobbs Bonded Fibers Co.**, one of North America's largest and most technically advanced fiber processing companies, has announced its decision to open a new manufacturing facility in Trenton, creating an initial 25 start-up jobs. Hobbs specializes in developing and manufacturing specialty nonwoven products for industrial and consumer markets.

**Homesteader, Inc.**, a manufacturer of high quality enclosed cargo trailers, hydraulic dump trailers and horse trailers, has announced plans to expand its existing facility in Claiborne County creating 200 new jobs. The company expects to add in excess of 200 employees over a 36-month period with this expansion, with positions ranging from assembly workers to supervision.

**Jones Apparel Group** have announced an expansion at their Lawrenceburg Distribution Center

that will add over 100 new jobs bringing the total number of employees at the local facility to 557.

**Astec Industries Inc.** and three of its subsidiaries have announced an expansion in the Chattanooga metropolitan area, representing over \$13.5 million in investment and creating as many as 66 new jobs within three years. Astec, Inc. manufactures a line of portable, relocatable and stationary hot-mix asphalt plants.

**Wilson Sporting Goods**, a national leader in sports-related equipment and apparel, will locate a new distribution center in the Nashville-East Logistics Center in Wilson County. The facility will occupy a 300,000-square-foot spec building. The company plans to employ about 100 workers drawing some from local hires and some from locations in Utah and South Carolina, which will be consolidated into the new Wilson County operation.

(See Announcements, Page 4)

## Kisber leads companies on Australian trade mission

A week-long series of meetings with Australian companies and investors may pay dividends for Tennessee's companies and workers in the long run, says ECD Commissioner Matthew Kisber. Kisber led more than a dozen Tennesseans on the state's first trade mission to Australia in more than a decade, designed to build ties with one of the Southern hemisphere's fastest growing economies.

During the week, Kisber attended meetings with more than a dozen Australian companies, several of whom said they were actively considering Tennessee for business expansion. In addition, meetings were held with several Australian companies who already have investments in Tennessee, including PBR, Zinefex and Pratt Industries. Altogether, Australian companies employ about 1,000-1,500 Tennesseans.

"Australia is a great stepping stone for Tennessee companies seeking to enter the booming Asian markets,"



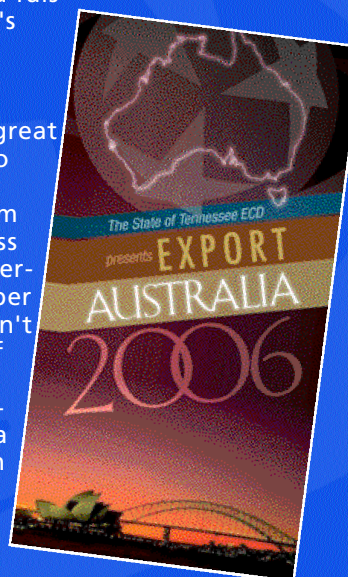
Commissioner Kisber (center) meets with business leaders from Melbourne, Australia. This luncheon was part of a series of business meetings designed to make Australia companies aware of Tennessee products and investment opportunities in Tennessee.

said Kisber. "The U.S. and Australia have recently adopted a free trade agreement which lowers barriers to our respective countries and the Aussies view Tennessee products very favorably."

FedEx was a sponsor of the trade mission, along with the Tennessee Department of Economic and Community Development. The trade delegates toured FedEx's Sydney hub while in town, learning the ins and outs of shipping to and from

the island continent. By coincidence, Kisber and the team happened to be in Sydney during the week of the much-ballyhooed Nicole Kidman-Keith Urban wedding. The presence of a large group of Tennesseans made Commissioner Kisber a popular interview with the Aussie press, conducting more than a dozen radio interviews and raising Tennessee's profile in the process.

"It gave us a great opportunity to talk about Tennessee from both a business and tourism perspective," Kisber said. "I wouldn't be surprised if the relationships we started in Australia yield results in the not-too-distant future."



## State announces Micro Loan Program

Gov. Phil Bredesen and ECD Commissioner Matthew Kisber have announced a partnership between the state and the U.S. Department of Agriculture (USDA) to launch a new Micro Loan Program for micro-enterprises, which are businesses with five or fewer employees, one of whom owns the business.

Kisber was joined by Dan Beasley, director of business and cooperative programs for USDA Rural Development, for an announcement of the ECD-BERO (Business Enterprise Resource Office) Micro Loan Program before a crowd of nearly 100 micro entrepreneurs during the state's first-ever Tennessee Entrepreneurship Conference.

Start-up financing for the ECD-BERO Micro Loan Fund was secured from the USDA Rural Development rural business enterprise grant (RBEG) program. Micro-loan funds are now available for use by entrepreneurs living and operating a business in rural Tennessee. The RBEG revolving loan investment of \$125,000 will be available in small

loans of \$5,000 or less beginning in October 2006. The allocation of 25-30 loans are expected over a three-year period, with additional loans made as loans are repaid.



USDA's Dan Beasley presents a \$125,000 check to ECD Commissioner Matthew Kisber and the ECD BERO team.

The scope of the loans will require a business plan to be in place. In addition, borrowers must be willing to attend business training workshops. Fixed assets and working capital loans are accepted and the maximum loan amount is \$5,000.

Eligibility for the ECD-BERO Micro Loan Fund requires that the business be located in a rural area as defined by USDA and the owner live in a rural area as defined by USDA. The business

must have five or fewer employees (including the owner) and an inability to access a loan from the commercial banking sector.

The Tennessee Small Business Development Centers Network (TSBDC) has also partnered with ECD's BERO unit to provide technical assistance to loan applicants. TSBDC will assist the applicants in their development of a business plan as well as providing access to business training workshops located at the TSBDC centers throughout the state.

*"This program will be beneficial to existing and potential entrepreneurs to support their growth and expansion."*

–Commissioner  
Matthew Kisber